
PM 3 Pre-Proposal Conference - Tuesday, October 3, 2000

Olender Reporting, Inc.

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CONDENSED TRANSCRIPT AND CONCORDANCE
PREPARED BY:

*OLENDER REPORTING, INC.
1522 K Street N.W.
Suite 720
Washington, DC 20005
Phone: 202-898-1108*

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(5) RPN00033-00-R-1028
(6) PM3 COMMUNICATIONS & IT SUITE SERVICES
(7) PRE-PROPOSAL CONFERENCE
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(19) 10:10 a.m. to 11:00 a.m.
(20) Tuesday, October 3, 2000
(21)
(22) Conference Room
Washington Navy Yard
914 Charles Morris Court, S.E.
Washington, D.C.

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(1) P A R T I C I P A N T S
(2) Signal Corporation
(3) MITCH PETERSON, Vice President of Navy Programs
(4) GLENN HUNSBERGER, Director,
Program Development
(5) Litton Industries
(6) F. JIM BARTHES
(7) American Systems Corp. (Litton)
(8) MIKE TRANSUE
MIKE LUECKE
(9)
Dyn Corp.
(10)
DAVID PAYNE
(11) ROY DOOLEY
BOB DUNCAN
(12)
AMSEA
(13)
ROBIN BOOTH
(14)
TEXCOM, Inc.
(15)
CHRIS CATLIN
(16) PAUL WILLIAMSON
(17) SPAWARSSYSCEN
(18) ROBERT C. NEELEY, HF Communications, Norfolk
RONALD DUKE, DET Yorktown
(19)
Maersk Lines Ltd.
(20)
DAVID SLOAN
(21)
(22)

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(1) P R O C E E D I N G S
(2) MR. BROENNIMANN: We are going to be
(3) starting the pre-proposal conference for
(4) RPN00033-00-R-1028, the commercialization of the
(5) Communications suites on some of the PM3 vessels.
(6) What I would like to do just for
(7) administrative reasons and to assist the court
(8) reporter is have everyone go around and introduce
(9) themselves. We could start with this side here
(10) and work our way around, and also, just to assist
(11) the court reporter, we do have Mr. Ken Toy from
(12) MSC N6 on the speakerphone. For operational
(13) reasons, he had to be away from the command
(14) today, but we wanted to make sure that he could
(15) participate if questions came up in his area.
(16) What I would like to do, from the back
(17) there, is just start going around, introduce
(18) yourself, and say which company or which code you
(19) are with.
(20) MR. GEORGE: My name is Jim George. I
(21) work here at MSC Headquarters, and we are the
(22) figuration logistics data manager.

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(1) MR. NEUHARDT: Good morning. I am Mike
(2) Neuhardt. I work the MPS ships here at MSC, and
(3) that is PM3.
(4) MR. HUNSBERGER: Glenn Hunsberger, Signal
(5) Corporation.
(6) MR. TRANSUE: Mike Transue, American
(7) Systems Corporation.
(8) MR. LUECKE: Mike Luecke, American
(9) Systems Corporation.
(10) MR. DOOLEY: Roy Dooley, Dyn Marine.
(11) MR. DUNCAN: Bob Duncan, Dyn Marine.
(12) MR. BROENNIMANN: My name is Achille
(13) Broennimann. I am the contracting officer for
(14) this procurement.
(15) MS. HUTCHINSON: Lora Hutchinson, PM3,
(16) Operations.
(17) MR. SLOAN: I am David Sloan with Maersk
(18) Lines Limited.
(19) MR. BOOTH: Robin Booth, General
(20) Dynamics, American Overseas Marine.
(21) MR. PERKINSON: Brian Perkinson, Litton
(22) Ship Systems.

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- (1) MR. HOWELL: Mike Howell, Litton Ship
(2) Systems.
(3) MR. BARTHES: Mick Barthes, Litton Ship
(4) Systems.
(5) MR. DUKE: Ron Duke, SPAWARSCEN.
(6) MR. WILLS: Jack Wills, SPAWARS
(7) Charleston.
(8) MR. BROENNIMANN: We will let the
(9) gentlemen sign and get seated. Then we will also
(10) get their names.
(11) We want to let everyone know the
(12) transcripts of this pre-proposal conference will
(13) be made available. It will probably take, I
(14) believe a few days, 2 weeks time, to get that,
(15) and if you do want a copy, please notify myself
(16) or Mr. Carney by e-mail. Just annotate it on the
(17) sign-in sheet. We will be happy to provide you
(18) copies of the transcripts. It will also be
(19) provided to any other offeror that is not present
(20) here today.
(21) The gentlemen who just came in, if you
(22) would introduce yourselves and let us know your

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- (1) company and organization.
(2) MR. WILLIAMSON: Williamson from TEXCOM,
(3) Incorporated.
(4) MR. NEELEY: I am Bob Neeley from the
(5) SPAWAR Systems Center NORVA.
(6) MR. CARNEY: Jim Carney, MSC.
(7) MR. BROENNIMANN: Again, I really
(8) appreciate you taking the time to come down here.
(9) This particular solicitation is very important to
(10) the Command.
(11) What we are trying to do, as I am sure
(12) you are aware from the solicitation itself, is we
(13) are replacing current military personnel with
(14) civilian personnel in the communications suites
(15) on the PM3 preposition vessels.
(16) This is, in a new way, new territory for
(17) us in terms of issuing a contract to operate a
(18) communications suite aboard some of the vessels,
(19) and as a result of that, one of the things that I
(20) hope we can have from this meeting is possibly
(21) dialogue after the meeting, if you have any ideas
(22) and such. I am open to new ideas. I am open to

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- (1) possibly changes that you would recommend to the
(2) solicitation that would allow it to be easier or
(3) hopefully more efficient for you to offer in.
(4) The one thing I want to make clear is I
(5) really am not close-minded to any type of
(6) suggestions you have. I would be happy to
(7) entertain them, give it something that we can do,
(8) and something that we benefit both commercial,
(9) industry, and the military or the Government. We
(10) would be happy to entertain and possibly make a
(11) change to the solicitation.
(12) That said, as you know, there reaches a
(13) point in the solicitation process where I
(14) hesitate changing it because it is too close to
(15) offers coming in, and right now, offers still are
(16) due on the 31st of October. So, if you do have
(17) ideas and such, please get them to us as soon as
(18) possible so that we really can entertain them,
(19) consider them, and possibly change the
(20) solicitation.
(21) If you do wait for an expanded period of
(22) time, you may come in with a good idea and we may

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- (1) not be able to alter the solicitation. Right
(2) now, we do have a very tight timeline, as you see
(3) from the delivery schedule. We need to get the
(4) contract evaluated, awarded, and allow you an
(5) adequate time to start up, get personnel trained,
(6) and deliver them to the ships in the timeline we
(7) have for the solicitation.
(8) Another administration thing, anything
(9) that I say today is not binding on the
(10) Government. That is just a normal waiver at
(11) pre-proposal conferences. What will make it
(12) binding is we are going to be issuing an
(13) amendment, hopefully late this week or very early
(14) next week, that will give the formal responses to
(15) the questions we are going to go over today. It
(16) also will give responses to questions that we
(17) possibly have not answered that we have received
(18) or any questions that you raise today.
(19) Also, we will make some changes to the
(20) solicitation based upon our responses to these
(21) questions or other issues that might come up
(22) today.

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- (1) Conversely, anything that you tell me
- (2) today is not binding upon you. If you tell me,
- (3) for example, that you are going to bid a specific
- (4) way or this is your intent on how you are
- (5) submitting your proposal, it is not binding and
- (6) we cannot consider it unless it actually is
- (7) included as a part of your proposal package when
- (8) it is submitted.
- (9) What I would like to do today for the
- (10) format of the conference is we have a list of
- (11) questions, approximately 15 of them, and what I
- (12) will do is I am going to read the questions and I
- (13) will go over our response to that question.
- (14) I know some of you submitted these
- (15) questions, and there are some assumptions we made
- (16) in reading them and interpreting them. If you
- (17) feel I did not answer the question the way you
- (18) wanted it or that you want to have further
- (19) discussion about it or if it raises any
- (20) additional questions, let me know, and I will be
- (21) happy to answer them if I can or we may take the
- (22) question into consideration and then respond in a

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- (1) richer format, in the amendment I spoke about
- (2) earlier.
- (3) Are there any questions on the format or
- (4) anything before we start going through the items
- (5) on the table?
- (6) [No response.]
- (7) MR. BROENNIMANN: The first question we
- (8) have is: Can a layout of equipment on the
- (9) different types of ships be provided?
- (10) The response to that is plan drawings for
- (11) each com suite are being developed. We actually
- (12) received today a CD-ROM AUTOCAD drawings for the
- (13) com suites and some of the associated equipment
- (14) and aerials.
- (15) What I have done is on a table behind me,
- (16) there are some photocopies – they are rather
- (17) small – of some of the AUTOCAD drawings. Feel
- (18) free to take those.
- (19) What we are going to do is we are going
- (20) to post the AUTOCAD drawings to our website, and
- (21) you can download them from there, or if you would
- (22) prefer, since they are rather large files, we do

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- (1) have the capability of CD-ROMS.
- (2) With regard to posting at the website, we
- (3) unfortunately had a crashing of our e-mail system
- (4) today, and I will not be able to post them until,
- (5) the earliest, tomorrow because our web-posting is
- (6) linked to our e-mail system.
- (7) Question No. 2 is: Do you know the exact
- (8) type of equipment and software that are going to
- (9) be installed in the com centers? Apparently over
- (10) the last years, it has changed quite a bit.
- (11) The equipment that we are going to have
- (12) in the com centers that we would like you to have
- (13) the capability to operate is the equipment shown
- (14) in TE-1. The software that is in the com center
- (15) is the software that is appropriate for each
- (16) piece of equipment, embedded software and so on.
- (17) Also, the com centers do utilize Microsoft Office
- (18) Suite 1998. That is the general suite software
- (19) that your personnel will have to be familiar with
- (20) operating. That includes the word processor,
- (21) Outlook, and so on.
- (22) The third question deals with the

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- (1) preventive maintenance system. Since this
- (2) equipment is already part of the Navy PMS, will
- (3) this information be made available to the
- (4) contractors, and will the PMS currently required
- (5) by the Navy be part of the contractor's PMS?
- (6) In according with Section C4.14 of the
- (7) solicitation, the portions of the Navy PMS which
- (8) are applicable to contractor's performance are
- (9) shown on TE-4, which is provided as guidance for
- (10) the anticipated level of effort for maintenance
- (11) of the systems. Navy PMS will not be required.
- (12) To expand on that a little bit, TE-4
- (13) gives you some guidance as to what type of
- (14) maintenance we are asking you to do, what type of
- (15) preventive maintenance and maintenance actions we
- (16) are going to expect out of you. Is it a specific
- (17) list, listing every single maintenance function
- (18) that you might be called upon to perform or that
- (19) we would expect of you? No, it is not. It gives
- (20) a general idea or flavor, if you will, of the
- (21) type of maintenance. We are really looking for
- (22) operator-capable maintenance and shipboard

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- (1) maintenance.
- (2) The next question also deals with
- (3) equipment and repairing. Who is responsible for
- (4) calibrating and repairing general-purpose
- (5) electronic test equipment?
- (6) In accordance with Section C4.14 of the
- (7) solicitation, the contractor need only to
- (8) maintain the equipment listed in the general
- (9) boundaries of TE-1. The equipment outside of
- (10) TE-1 is not the contractor's responsibility to
- (11) calibrate or repair.
- (12) However, also, in accordance with the
- (13) solicitation, you need to notify the contracting
- (14) officer's representative which will be the
- (15) squadron commander when such test equipment needs
- (16) repair or calibration.
- (17) Basically, the test equipment will be
- (18) provided for you. You may utilize it. However,
- (19) you do need to let us know if it starts falling
- (20) outside of calibration or if it needs repair
- (21) before it becomes a critical deficiency and now
- (22) you do not have the test equipment that you need

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- (1) to perform regular maintenance in the calibration
- (2) equipment you are responsible for.
- (3) The next question deals with the training
- (4) requirements. Section C11.1 notes the contractor
- (5) is responsible for scheduling all training made
- (6) available by the Navy Government agencies.
- (7) Please list the special required training courses
- (8) by position, noting location, duration, frequency
- (9) of refresher requirements, and costs associated.
- (10) Reading through the paragraph in the
- (11) contract or in the solicitation, I think there
- (12) might have been possibly a little bit of
- (13) confusion raised by that paragraph, and we are
- (14) going to clarify it.
- (15) We are going to be deleting the sentence
- (16) that alludes to the fact that the Government will
- (17) provide training. There really are only two
- (18) levels of training or two training courses
- (19) required in the contract. One of them is
- (20) anti-terrorism training which we are going to
- (21) cover in a following question here, and the other
- (22) one is CMS custodian training which I think is

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- (1) adequately outlined in the solicitation itself in
- (2) terms of the duration, location, and the costs
- (3) associated with it. There really is no other
- (4) training that is going to be provided under the
- (5) contract by the Government.
- (6) If you were to obtain training from the
- (7) Government agency to perform the contract, we are
- (8) not going to be involved in that. That will be
- (9) between you and whatever Government agency you
- (10) locate to provide you the training.
- (11) In terms of the next question, under the
- (12) section for personnel training, it is stated that
- (13) anti-terrorism courses and CMS custodian training
- (14) can be provided by MSC at the contractor's cost.
- (15) Could you please inform as to whom I need to get
- (16) in touch with to receive more information on
- (17) this? I would also like to see costs and
- (18) location for these courses and a schedule of when
- (19) they are available. Also, if you could tell me
- (20) who would handle schooling available by the Navy.
- (21) It sort of was alluded to in the previous
- (22) answer to the previous question. The only two

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- (1) courses are the anti-terrorism training and CMS
- (2) training. Again, I feel the solicitation
- (3) adequately outlines CMS training that would
- (4) provide that to you at your facility a certain
- (5) number of times a year, and it will really be at
- (6) no cost to you in terms of the training material
- (7) and the trainer going out there.
- (8) The anti-terrorism training, we have done
- (9) some research into that, and right now it does
- (10) not appear that it will be feasible for MSC to
- (11) provide that training. So it will be your
- (12) responsibility to provide anti-terrorism training
- (13) to your personnel before they enter or are
- (14) stationed in a threat area.
- (15) The next question deals with the
- (16) transportation costs which are fixed-price under
- (17) the contract. In order to price the cost of
- (18) transportation for personnel going to the ships
- (19) in Diego Garcia, should we plan on flying
- (20) personnel to Bahrain and then put them on a
- (21) Government flight? If not, should we plan on
- (22) them going to a CONUS location and going to Diego

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- (1) Garcia on a Government flight? If we are to
- (2) transport them to a CONUS location, what city
- (3) should we use for planning purposes?
- (4) There are weekly Government flights from
- (5) Fujairah and Singapore to Diego Garcia, and there
- (6) is also, I believe, a weekly flight out of
- (7) Norfolk to Diego Garcia. Right now, I can almost
- (8) guarantee you, you are not going to be able to
- (9) get a person on the Norfolk flight out to Diego
- (10) Garcia. It is next to impossible. So I really
- (11) would not plan on that.
- (12) The flights out of Fujairah and
- (13) Singapore, my understanding is generally you can
- (14) get personnel on them without too much of a
- (15) complication or too great an effort. However,
- (16) there is the chance that your personnel can be
- (17) bunked or, if something unanticipated comes up,
- (18) that they will not be allowed on the flight.
- (19) Realizing the transportation costs are
- (20) fixed-price in here, we are going to be amending
- (21) the contract to allow you to recoup the cost if
- (22) you have to have a person stay over for a week in

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- (1) Fujairah or Singapore because the Government has
- (2) bumped the person off of a flight.
- (3) The next question deals with the presence
- (4) of the technical representatives during
- (5) availabilities and major repairs. Please provide
- (6) the availability schedule and the number of
- (7) pre-availability conferences that the
- (8) representative would have to be required to
- (9) attend.
- (10) A schedule of ship overhaul is provided.
- (11) That is on a table behind me. It is a one-sheet,
- (12) and it gives a general view of the rough schedule
- (13) right now. That schedule may change based upon
- (14) operational needs or other outside of MSC's
- (15) control; for example, weather delays and so on.
- (16) Also, tech reps need to be present for
- (17) approximately 14 days out of each availability
- (18) period. The availability period are estimated to
- (19) be about 20 to 30 days. I believe they range in
- (20) reality from 17 to 42 days, in some instances,
- (21) depending on, again, things that are outside of
- (22) anyone's control and also the work that is to be

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- (1) done aboard the vessel.
- (2) The specific 14-day period, approximate
- (3) 14-day period, will be discussed prior to the
- (4) ship going into the availability period. It is
- (5) something that will be really, in all honesty,
- (6) negotiated between us and whoever receives the
- (7) award as to specifically what days the technical
- (8) rep needs to be present. So, obviously, we do
- (9) not necessarily want them present when there is
- (10) nothing that is going to be done in the com suite
- (11) area or we also do not want them present there.
- (12) Presence is going to interfere with work that is
- (13) going done.
- (14) The next question deals with crew
- (15) rotation, the first section, C.7, crew rotations.
- (16) Are there specific limitations with respect to
- (17) the rotation of personnel? Since all the travel
- (18) costs associated with the contract are
- (19) fixed-price, are they going to be part of your
- (20) daily rate? There are no limitations with
- (21) respect to the rotation of personnel except that
- (22) it shall not interfere with the mission of the

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- (1) vessel or result in a delinquency with respect to
- (2) the terms and conditions of the contract.
- (3) There reaches a point with rotating
- (4) personnel. I am sure you are aware where you are
- (5) rotating them so frequently that they really
- (6) cannot do their job with any level of expertise
- (7) or efficiency. That is something that we are
- (8) going to watch and which we do not want to
- (9) happen, but other than that, it really will be up
- (10) to you on how you rotate the personnel and the
- (11) schedule for that rotation.
- (12) The last question I have on the table
- (13) right now with rotation schedule is: Will the
- (14) contracting officer provide the current rotation
- (15) scheme?
- (16) I believe that deals with personnel
- (17) rotations and not necessarily the ship delivery
- (18) schedule. So I am going to answer it in respect
- (19) to personnel rotations.
- (20) Right now, the schedule that they are on
- (21) is that the military crew is deployed aboard the
- (22) vessel on a yearly rotation schedule. Whether

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(1) you want to follow that same schedule or whether
(2) you want to have a different schedule is up to
(3) you, but, again, since it is military and they
(4) are actually deployed aboard the vessel, they are
(5) out there for a year at a time.
(6) Those are really the questions that we
(7) have received that we have answers for. There
(8) were a series of about five questions that deal
(9) with the inventory and the tracking of spare
(10) parts aboard the vessels. Right now, I am not
(11) really going to be able to answer specifically
(12) those questions. That will be answered in the
(13) amendment that we are going to issue at the end
(14) of this week or early next week, but I do want to
(15) go over roughly what we expect of the contractor
(16) in terms of inventory aboard the vessels.
(17) With the spare parts and repair parts,
(18) when you take over the vessel, when the com suite
(19) is turned over to you, it is anticipated right
(20) now that there will be a joint inventory to
(21) establish what spares are aboard the vessel, what
(22) equipment is aboard the vessel. The contractor

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(1) is expected then to take custody and be
(2) responsible for the equipment, the spares, repair
(3) parts, and so on.
(4) That establishes the baseline. That will
(5) establish the baseline for the contract in terms
(6) of what you are required to maintain in terms of
(7) inventory levels.
(8) If the inventory is deficient in an area
(9) that you feel will cause you not to have a part
(10) on hand, if something were to break down, we
(11) would ask that you would notify us and then we
(12) would go out and put that part aboard the vessel
(13) as long as we agree with you that it was a
(14) necessary repair or spare part.
(15) Then, at some set period of time, we
(16) would try and meet with you on a periodic basis
(17) to sit down and redetermine is the inventory
(18) level adequate for what you do and is it not
(19) adequate and adjust the inventory level
(20) accordingly.
(21) One of the reasons we are doing that is
(22) right now the equipment aboard the vessels is

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(1) being maintained at a minute level. The military
(2) personnel aboard the vessels, they can actually
(3) go on to the circuit boards. They can make
(4) changes and so on. We are not looking for that
(5) level of maintenance from you with the
(6) contractors.
(7) So what we have in inventory may or may
(8) not be useful to you, and there may be some items
(9) that will be useful to you that are not in the
(10) inventory. Again, once we do a joint inventory
(11) to see what is aboard the vessel, then we will
(12) sit down and take a look at it and determine if
(13) there are any changes that are necessary and
(14) determine responsibility for those changes.
(15) We are crafting the language right now to
(16) accommodate that. There might be some minor
(17) changes to what I have just said, but that right
(18) now it is the anticipated intent of how we are
(19) going to handle the inventory and spare parts.
(20) What I would like to do now is open the
(21) floor up if there are any questions that have
(22) come up, whether as a result of the responses

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(1) today or from the last time you looked at the
(2) solicitation and submitted questions to today.
(3) Again, if I can, I will provide an answer
(4) today. Otherwise, if it is a question which will
(5) require some research or some detail to review,
(6) we will provide it in the written response in an
(7) amendment because I do not think it would do
(8) justice to you for us to give an off-the-cuff
(9) answer to a detail question.
(10) So, at this time, are there any questions
(11) with regard to the solicitation?
(12) MR. DUNCAN: I think on the rotation
(13) schedule question that you went over, you
(14) answered from the military point of view, and I
(15) think the question is really – at least from our
(16) point of view, it was the operating company's
(17) rotating schedule, try to marry it up with that
(18) in any detail that you can give us. Is it every
(19) 4 months? Does it depend on the ship? So, when
(20) that crew rotates off, we would rotate back with
(21) them and be in step instead of having a separate
(22) rotation.

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- (1) MR. BROENNIMANN: That is a valid
 (2) question.
 (3) MR. NEUHARDT: The ships are operated by
 (4) three different operating companies with three
 (5) separate union agreements and variable. Some
 (6) ships even have several different union
 (7) affiliations. So I don't believe that would be
 (8) useful information to provide for this
 (9) solicitation because I don't believe there would
 (10) be planned value in that. We would look to you
 (11) to generally manage it, using the commercial
 (12) flights in most cases.
 (13) MR. BROENNIMANN: One of the things,
 (14) also, is currently we have contractors operating
 (15) these vessels. Obviously, there are particular
 (16) agreements with the unions or in some instances
 (17) possibly even the contractor cannot change over
 (18) the course of this contract. So, if you set up
 (19) your schedule to match a contractor or their
 (20) union agreement, halfway through you may find
 (21) that that has changed.
 (22) MR. DUNCAN: Right now, I guess there is

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- (1) a storekeeper on the squadron staff. Say a part
 (2) broke, like a com part is broken and there was
 (3) not a replacement in the supply bin. You would
 (4) go to that system, and there would be a
 (5) requisition that would go out and that part would
 (6) come to the Navy system, to the ship. Is there
 (7) an intent to keep the storekeeper on board to
 (8) perform that function, or will MSC through the
 (9) squadron commander do that function? Will there
 (10) still be CAS reps for parts available?
 (11) MR. BROENNIMANN: That is one aspect of
 (12) what we are looking over right now in terms of
 (13) the inventory and spare parts, but it is the
 (14) intent right now to make the contractor
 (15) responsible for obtaining spare or repair parts,
 (16) and then they will be reimbursed for obtaining
 (17) those parts.
 (18) MR. DUNCAN: So, right now, you do not
 (19) see a need for the Navy to continue?
 (20) MR. BROENNIMANN: No.
 (21) MR. DUNCAN: So the contractor is going
 (22) to go out and get the spare part for the

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- (1) equipment?
 (2) MR. BROENNIMANN: Yes.
 (3) MR. NEUHARDT: In nearly all cases.
 (4) MR. BROENNIMANN: In most cases, yes.
 (5) MR. WILLIAMSON: Question. Is there a
 (6) provision for women on the ship?
 (7) MR. NEUHARDT: Yes.
 (8) MR. BROENNIMANN: Yes, there is.
 (9) MR. WILLIAMSON: So part of the
 (10) contractor's group can be one?
 (11) MR. BROENNIMANN: Yes.
 (12) MR. NEELEY: I have a question. Most of
 (13) those ships currently have, or still have, the
 (14) old military equipment on them. So it is not
 (15) going to be possible to really get commercial
 (16) parts to support those units.
 (17) MR. BROENNIMANN: Again, that is
 (18) something that we are looking at in terms of our
 (19) approach to the spare and repair parts in
 (20) inventory.
 (21) MR. NEELEY: Which means that you have
 (22) got to utilize the military's supply system, and

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- (1) the contractor would probably have to have
 (2) somebody who is qualified to work in that system.
 (3) Generally speaking, the technicians and operators
 (4) do not have that expertise.
 (5) MR. BROENNIMANN: Yes.
 (6) Again, as Mr. Neuhardt pointed out, in
 (7) most instance, we feel that the items can be
 (8) gotten through the commercial community. In
 (9) those instances, when I cannot, likely they will
 (10) have to get it through the Navy supply system.
 (11) However, right now, it is the intent not to have
 (12) a Navy supply officer or supply person aboard the
 (13) ship to facilitate that. That is going to be
 (14) something that the contractor will be responsible
 (15) for.
 (16) Yes, sir.
 (17) MR. WILLS: Typically, the turnover,
 (18) especially in Bahrain, will not be a one-day,
 (19) in-and-out turnover. If building is provided on
 (20) board the ship for the crew, is there adequate
 (21) building ashore for the turnover crew for a
 (22) period of time to conduct the turnover?

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- (1) MR. BROENNIMANN: When you say turnover
(2) crew, do you mean the contractor personnel?
(3) MR. WILLS: The rotation. Right. If you
(4) have 10 men on board the ship and you can replace
(5) them with 10 men at the turnover, it may take 3,
(6) 4, 5 days to facilitate that turnover. Where
(7) does the turnover crew stay in Diego Garcia
(8) during that period of time?
(9) MR. NEUHARDT: Either on board or in the
(10) bachelor officers quarters. At least in Diego
(11) Garcia, that will be Government-provided, either
(12) on the ship or on the shore.
(13) MR. WILLS: What about in Guam and the
(14) Mediterranean?
(15) MR. NEUHARDT: In those cases, if
(16) adequate berthing were not available on the ship,
(17) we would look for you to find commercial hotels.
(18) I expect adequate berthing would be available on
(19) the ships in all of those cases. So we are
(20) talking about one or two people overflow on some
(21) rare occasions. Only in Diego Garcia would we be
(22) responsible for that.

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- (1) MR. BROENNIMANN: Yes, sir.
(2) MR. WALSH: During the operational crew
(3) turnovers now that are currently in place and the
(4) military turnovers, what is the length of time
(5) scheduled for those turnovers?
(6) MR. BROENNIMANN: When do military
(7) personnel turnover?
(8) MR. WALSH: At the one-year point.
(9) MR. NEUHARDT: Enlisted ratings typically
(10) – it is derived by their orders, and often there
(11) are gaps. The more senior billets, the commodore
(12) and XO, would have a 2-week face-to-face
(13) turnover. The radioman, there is no standard
(14) policy.
(15) Ken, can you hear me?
(16) MR. TOY: [Via speakerphone] Yes, I can
(17) hear you.
(18) MR. NEUHARDT: Is there a standard in the
(19) Navy for contact reliefs of radio chiefs or ETs?
(20) MR. TOY: [Via speakerphone] Usually, at
(21) the senior level, there is a few days overlap,
(22) but the one thing that the bidders may need to

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- (1) keep in mind, the Navy doesn't normally
(2) completely rotate the crew. So, if it is
(3) stagnant or staggered migration, crew rotation,
(4) you never have this as far as the whole crew
(5) turning over itself. So, as far as the Navy is
(6) concerned, they bring in the senior guy for a few
(7) days and then rotate out. The junior guys
(8) usually just rotate when they are rotating, and
(9) then they get briefed by the local chief who is
(10) on board.
(11) MR. BROENNIMANN: One of the important
(12) things to note also is in the solicitation
(13) itself, in Section C6.1. There, it outlines the
(14) berthing requirements. We will provide berthing
(15) for up to 10 personnel in the detachment, and
(16) then we also provide berthing for up to two
(17) additional transient personnel. What that
(18) envisions is smaller rotations of crew as opposed
(19) to a complete change out of the crew at one time.
(20) If you do change out the crew completely at one
(21) time, any transient personnel above two would
(22) really be entertained at our sole discretion. If

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- (1) you do anticipate doing that, please annotate it
(2) in your offer so we can take a look at it. It
(3) might be an issue to bring up in discussions at
(4) negotiations if we do proceed to discussions of
(5) negotiations.
(6) MR. DUNCAN: We do have the 10 spaces,
(7) plus 2, right?
(8) MR. BROENNIMANN: Yes, we do.
(9) MR. DUNCAN: So any combination of that,
(10) right?
(11) MR. BROENNIMANN: Yes. That is the way
(12) it really would work out.
(13) MR. DUNCAN: The LAN administrator – I
(14) think I understand it is an unclassified LAN. There
(15) is no secret LAN as far as I know.
(16) MR. BROENNIMANN: Yes.
(17) MR. DUNCAN: So that server for that LAN,
(18) the LAN administrator would have to be able to
(19) interface with the server to do his duties. That
(20) sever cannot be anywhere on the ship?
(21) MR. BROENNIMANN: Ken, do you have a view
(22) on the possibility of moving the LAN server? I

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- (1) believe the real root of the question is a
- (2) security clearance issue?
- (3) MR. DUNCAN: No, no. It is access. It
- (4) is can the guy that is the LAN administrator be
- (5) working, performing his duty in the com space.
- (6) MR. BROENNIMANN: Okay.
- (7) MR. TOY: [Via speakerphone] Yes. Right
- (8) now, the servers are located in the com center.
- (9) In the future, we are also looking to put a
- (10) classified work station in the com center as
- (11) well.
- (12) We have no current provisions for
- (13) relocating the server outside the com center.
- (14) MR. DUNCAN: Also, is the unclass LAN,
- (15) the squadron unclass LAN, is that connected to
- (16) the operating company's unclass LAN at all, or is
- (17) it stand-alone and separate?
- (18) MR. TOY: [Via speakerphone] No.
- (19) MR. DUNCAN: Okay.
- (20) MR. BROENNIMANN: Question.
- (21) MR. WILLIAMSON: When you talk about
- (22) manning 10 people, really what are we talking

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- (1) about as required in the com center to be
- (2) considered manned? One, two, three?
- (3) MR. BROENNIMANN: What we are looking at
- (4) there is it is up to each offeror to come up with
- (5) what their required manning level is for how they
- (6) propose on performing the work. You need to
- (7) outline both your manning level and how wide and
- (8) how you feel that manning level would be adequate
- (9) to perform the work.
- (10) We gave an estimate of the number of
- (11) messages transmitted every day or handled by the
- (12) vessels. We gave an estimate of the work hours
- (13) required for the maintenance. So that is one of
- (14) the areas where we are really hoping to draw upon
- (15) your expertise in the area of operations and in
- (16) your agreements with your personnel on manning
- (17) the com suites. We are not going to give a fixed
- (18) number saying it has to be three or it has to be
- (19) seven or ten. One contractor may be able to do
- (20) it with seven people. Someone else may need ten
- (21) people. It really depends on how you
- (22) individually set up your operation and manning

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- (1) schedule.
- (2) MR. WILLIAMSON: I think my real question
- (3) was, what happens when the commodore walks in and
- (4) there is one person in the com center.
- (5) MR. BROENNIMANN: You do reach a point
- (6) where if someone came in and offered one person,
- (7) chances are we would have questions about that.
- (8) Again, you need to outline how you feel you can
- (9) man the com center, keep it properly manned as
- (10) required in the solicitation with the number of
- (11) personnel that you are proposing.
- (12) If the commodore walks in and there is
- (13) one person in there, that is a hypothetical.
- (14) There are so many reasons why there might be one
- (15) person in there. I do not want to get into the
- (16) hypotheticals. But, again, when you submit your
- (17) offer, you do need to outline why you feel the
- (18) manning that you are proposing is adequate.
- (19) We have a question back there.
- (20) MR. WALSH: My question is on the table,
- (21) on paragraphs C3.1 The table is actually on page
- (22) 12.

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- (1) Are you saying that table is a daily
- (2) message traffic example?
- (3) MR. BROENNIMANN: Yes. That is a daily
- (4) message traffic.
- (5) MR. TOY: [Via speakerphone] One note on
- (6) this is it can vary dramatically. It depends on
- (7) the offsets and whatever special offset is made
- (8) for it.
- (9) MR. BROENNIMANN: Yes.
- (10) MR. TOY: [Via speakerphone] As we know
- (11) in Desert Storm, the message traffic loads went
- (12) exponentially higher.
- (13) MR. NEELEY: I have one question. Back
- (14) to the rotation of the crew, the contractor who
- (15) actually runs the com center is going to have to
- (16) have in reserve a number of people, qualified
- (17) people set aside to rotate.
- (18) He is going to have to be paying those
- (19) people whether they are working or not. Is that
- (20) going to be covered by MSC? He is going to have
- (21) to have a crew of people in reserve to rotate
- (22) around. What are we going to do with those? Are

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- (1) we going to have some other job that those people
(2) can do? Are you going to pay them to just sit
(3) and wait until their turn comes?
(4) MR. BROENNIMANN: I really cannot answer
(5) that question. That is up to each individual
(6) company how they are going to use their resources
(7) when they are not performing work underneath the
(8) contract. Obviously, MSC is not going to pay
(9) directly for personnel just to be ashore. The
(10) cost of having a labor pool reserve should be
(11) within the daily rate associated with the
(12) contract. That should be factored in there.
(13) There is no separate line item or separate
(14) provisions for paying for a labor pool, similar
(15) to the operating contracts we have now where
(16) there is a labor pool other than those aboard the
(17) vessels and it is not specifically paid
(18) separately on a daily higher rate.
(19) PARTICIPANT: On the change of day per
(20) crypto, is it required a two-person rule, or is
(21) equipment set up so that you can basically change
(22) it once a month and then automatically just punch

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- (1) some buttons on a daily basis?
(2) MR. BROENNIMANN: Ken, do you want to
(3) answer that about the crypto and the TPI?
(4) MR. TOY: [Via speakerphone] Yes. You
(5) will need two-man key rotation.
(6) PARTICIPANT: But just for a new day,
(7) right?
(8) MR. TOY: [Via speakerphone] No. You
(9) will not be required a two-man space at all.
(10) MR. BROENNIMANN: Yes.
(11) MR. DUNCAN: I think you answered in an
(12) earlier question on your web page, but I want to
(13) make sure. There is no requirement outside
(14) before you report to the ship, training on CBRD
(15) or firefighting?
(16) MR. BROENNIMANN: No, there is not. WE
(17) would anticipate and actually require that the
(18) contractor personnel participate in shipboard
(19) secure drills, fire drills and stuff. That is
(20) simply for safety and efficiency of the ship, but
(21) other than that, no, there is no requirement.
(22) MR. DUNCAN: First aide, nothing extra.

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- (1) MR. BROENNIMANN: No.
(2) MR. SLOANE: The anti-terrorism training
(3) you are talking about, is this the level one?
(4) You are saying this crew needs to have a
(5) level-one briefing prior to joining the ship? Is
(6) that what you are talking about?
(7) MR. BROENNIMANN: Yes.
(8) MR. NEUHARDT: I want to clarify that we
(9) are all clear on that. There was earlier
(10) discussion about before deployment threat areas.
(11) In fact, DOD regulations require JCS training if
(12) a contractor travel anywhere overseas. So it is
(13) irrespective of threat.
(14) MR. DUNCAN: The equipment in T-1 looks
(15) to me like it is heavily Naval message type of
(16) equipment and not e-mail type of equipment. Do
(17) you have a cutover date or a plan date where you
(18) might go to DMS or you might go to an
(19) e-mail-based system instead of a Naval-type
(20) message system?
(21) MR. BROENNIMANN: In one of our earlier
(22) amendments, we touched upon that. Right now, we

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- (1) don't have a set date for going over to DMS or if
(2) DMS is going to be used.
(3) Obviously, they are under a current set
(4) of contracts since it hopefully will extend for a
(5) number of years and we exercise the options.
(6) There may be changes in equipment for the vessel.
(7) At that point in time, if there are changes
(8) required in manning or training, that will be
(9) handled under the changes clause.
(10) MR. DUNCAN: Along with that, APS are on
(11) four. Are they only e-mail, or do they have a
(12) Naval message capability? They do not have an
(13) SSR1, right?
(14) MR. BROENNIMANN: Ken, do you want to
(15) answer that question?
(16) MR. TOY: [Via speakerphone] - currently
(17) doesn't have record traffic capability. That is
(18) being looked at right now working with PM3. We
(19) will notify appropriate authorities when and if
(20) that migration happens.
(21) As a backdrop to the other three squadron
(22) ships complement as far as com systems, they will

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- (1) and shall define even with DMS a requirement to
- (2) perform and manage Navy message traffic.
- (3) MR. DUNCAN: All right. You do that in
- (4) DMS. It is a Naval message. It is just used in
- (5) the e-mail system.
- (6) MR. TOY: [Via speakerphone] In the end
- (7) goal, that is the envisionment.
- (8) MR. DUNCAN: Right.
- (9) MR. TOY: [Via speakerphone] But,
- (10) currently, DMS is in such a –
- (11) MR. DUNCAN: Right.
- (12) MR. TOY: [Via speakerphone]– sorry
- (13) stage as far as tactical DMS. There has been no
- (14) solution as far as cutover dates and transition
- (15) plans for the right type of system.
- (16) MR. DUNCAN: Yes, sir.
- (17) MR. BROENNIMANN: There was a question
- (18) posed about the insurance and second seaman's
- (19) coverage. Right now, it is anticipated that that
- (20) section will be taken out. However, I am waiting
- (21) for my lawyer's approval of that before I really
- (22) can say that we will take it out.

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- (1) We have an MSC policy that that type of
- (2) clause gets included in any contract of an
- (3) operating nature. So it had to be included in
- (4) this one, and I do not know necessarily that it
- (5) is applicable to this particular.
- (6) MR. DUNCAN: Can you tell us if there are
- (7) going to be any enlisted personnel that are going
- (8) to say? Can you tell us who on the staff is
- (9) going to stay.
- (10) MR. BROENNIMANN: Right now, it is
- (11) anticipated that there will be a transition
- (12) period when they first take over the com suite
- (13) where the military and contractor will be aboard
- (14) at the same time. Obviously, after that, Mike,
- (15) do you want to address who would remain on the
- (16) military side?
- (17) MR. NEUHARDT: That is a transitional
- (18) question as well, and that is being studied in a
- (19) separate forum.
- (20) All of the IT billets and ET billets will
- (21) have left during the first year of your
- (22) performance. Most of the other billets for now

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- (1) will stay, including the commodore and any other
- (2) officers who really do not have a role in
- (3) communications.
- (4) MR. DUNCAN: They draft, right?
- (5) MR. BROENNIMANN: They can. The
- (6) contractor can be called upon to draft messages.
- (7) In the contract, we require that the contractor
- (8) have the ability to proofread messages if they
- (9) are given to them in proper format and/or draft
- (10) messages if it is not given in the proper format
- (11) or something needs to go out.
- (12) Are there any other questions?
- (13) MR. SLOANE: I have a conceptual
- (14) question. The concept here seems to be, okay,
- (15) contractors, this is the work that needs to be
- (16) done and you tell us how you want to do it, and I
- (17) am getting to the manning level. Since you are
- (18) not requiring a specific number of personnel to
- (19) be with each squadron, if, for whatever reason,
- (20) the messages are still going in and out and the
- (21) work is still being done, but the manning level
- (22) on that ship at that given time is less than had

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- (1) been at a previous time, are you, MSC, saying no,
- (2) you are not meeting the contract? Do you know
- (3) what I am saying? Are you going to hold the
- (4) contractor to a number of people on each ship
- (5) after the fixed price goes in, or are you judging
- (6) the performance just by the performance?
- (7) MR. BROENNIMANN: Right now, the way the
- (8) solicitation is drafted is a performance-based
- (9) requirement. We have a certain level of service
- (10) that we expect, and when you submit your offer,
- (11) you are basically outlining how you are going to
- (12) provide that level of service.
- (13) If the number of personnel aboard the
- (14) ship – let's say, just hypothetically, you bid
- (15) 10 people and all of a sudden you are doing it
- (16) with 5 people. That obviously would raise our
- (17) level of concern, and we would discuss it with
- (18) you to determine is the performance level being
- (19) impacted now and, if not, is it because there is
- (20) a light message traffic load or why is it not
- (21) being impacted. So, again, it is performance
- (22) based, but if you do not have the number of

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- (1) personnel that you offered in, that is going to
 (2) be of concern to us and definitely we will have
 (3) discussions with you about the load level that
 (4) you bid.
 (5) MR. DUNCAN: Is the solicitation open to
 (6) all offerors, or is it open to the Government,
 (7) also, like Government activities, or is it just
 (8) contractors, industry?
 (9) MR. BROENNIMANN: The solicitation is
 (10) open in the same format as any other
 (11) solicitation, whether there are other Government
 (12) agencies involved or not. Right now, I really
 (13) cannot disclose offerors.
 (14) MR. DUNCAN: It is not A-76, though?
 (15) MR. BROENNIMANN: No, it is not an A-76.
 (16) No.
 (17) MR. LUECKE: Has MSC civilianized other
 (18) similar billets on other operating ships, and if
 (19) so, could you provide us with the numbers of
 (20) people that you man the watch stations with and
 (21) the rotation scheme or how much time they have on
 (22) and how much time they have off?

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- (1) MR. BROENNIMANN: Right now, we do have
 (2) some vessels, some of the smaller vessels that
 (3) are, I believe, manned by contractor personnel.
 (4) However, I am not sure their com suite is of the
 (5) same type of configuration and handles the same
 (6) load as the com suite that we are looking at
 (7) here. So I am not sure that it would have any
 (8) value.
 (9) If you do want that information, I could
 (10) research it further and see if we can provide it
 (11) or not.
 (12) MR. DUNCAN: I am just a little bit
 (13) concerned with the crypto as far as reserve on
 (14) board. I think we will move in and start
 (15) operating the com center, but you have the CMS.
 (16) One of our people will be a CMS custodian, I am
 (17) assuming, and we will have the alternates. So,
 (18) on each squadron staff, we will have to have a
 (19) separate CMS account that is going to be a
 (20) contractor, a CMS account on that ship? Is that
 (21) a good assumption, or will there be a central CMS
 (22) account that we will have to deliver crypto to

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- (1) users, the users being the flag ships?
 (2) The other part of this question is how
 (3) are we going to do re-supply for ROB. Right now,
 (4) like I say, you would have to send two people
 (5) ashore to Anderson and pick up the material and
 (6) come back, and those two people will not be
 (7) available for operating the ship while outside
 (8) the building or something. How is all of that
 (9) going to work on crypto?
 (10) MR. BROENNIMANN: Ken, do you feel
 (11) comfortable answering the crypto question?
 (12) MR. TOY: [Via speakerphone] Yes. Right
 (13) now, we are migrating to a tier-three operation
 (14) where the command itself as MSC LAN will be the
 (15) primary custodian and the operators will be
 (16) operators and has to have secondary
 (17) administrative requirements as far as manning the
 (18) key, retrieving the key, et cetera, and loading,
 (19) and maintaining accountability to the master
 (20) custodian.
 (21) As far as having to go all four, where it
 (22) is necessary to retrieve key, where a ship cannot

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- (1) get RS connectivity or LAN connectivity, that is
 (2) still a primary duty that you are going to have
 (3) to carry out as far as your mission.
 (4) MR. BROENNIMANN: Again, to sort of tie
 (5) into it, we are sort of looking at this as a
 (6) performance-based service.
 (7) MR. TOY: [Via speakerphone] The company
 (8) will not have to have their own account, in a
 (9) nutshell. We are the major account-holder, and
 (10) you will have the training as a local custodian.
 (11) It is dated in the bidder's question responses on
 (12) how we are going to train you guys as far as
 (13) being custodians aboard the ship, the lower-tier
 (14) offerings that you won't have to have much of the
 (15) management oversight of the keys as well as the
 (16) retrieval as currently right now.
 (17) MR. DUNCAN: So EKMS is implemented on
 (18) the ship?
 (19) MR. BROENNIMANN: Is EKMS implemented
 (20) above the vessels?
 (21) MR. TOY: [Via speakerphone] EKMS is
 (22) currently being implemented on board the ships.

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- (1) MR. BROENNIMANN: Are there any other
(2) questions?
(3) MR. SLOANE: You noted that you intend to
(4) make single or multiple awards from the
(5) solicitation. So does that mean that a bidder
(6) can be considered responsible if they only bid on
(7) one or two or possibly three of the squadrons?
(8) MR. BROENNIMANN: Yes. The risk you run
(9) with doing that is, for example, to take a
(10) hypothetical situation, if we have two offerors
(11) and one of them offers only one squadron and the
(12) other offeror offers all or nothing, then we
(13) would have a disconnect and we would likely end
(14) up going with the all or nothing.
(15) MR. NEELEY: It looks like everyone
(16) probably working on the ships are going to have
(17) to have at least a secret clearance.
(18) MR. BROENNIMANN: Top secret clearance is
(19) required for all the personnel.
(20) MR. NEELEY: Is there a system in place
(21) to expedite the proper background investigations
(22) and stuff like that to get the crew cleared? It

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- (1) can take an extensive, a long time to get a top
(2) secret clearance.
(3) MR. BROENNIMANN: Interim top secret
(4) clearances will be acceptable. Is there a
(5) specific process in place to facilitate getting a
(6) top secret clearance? No, there is not. We will
(7) work with the contractor and Defense
(8) Investigative Service and appropriate agencies to
(9) try and get the clearances passed through as fast
(10) as possible. However, those agencies are really
(11) outside of our control. Sometimes it goes
(12) quickly. Sometimes it goes slowly, but interim
(13) clearances will be acceptable.
(14) If there are no other questions, what I
(15) would like to do, then, is close the conference.
(16) I do appreciate all of you taking the time to
(17) come here and to ask the questions, listen to the
(18) answers. I do hope to see offers from all of
(19) you. If you do come up with any questions after
(20) you sit down and digest some of the stuff today
(21) or look at the RFP again, please feel free to
(22) e-mail them or fax them to Mr. Carney or myself

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- (1) and we will respond to the questions as fast as
(2) we can and with as much detail as we can.
(3) Thank you very much.
(4) [Whereupon, at 11:00 a.m., the
(5) pre-proposal conference concluded.]
(6) - - -
(7)
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Look-See Concordance Report

 UNIQUE WORDS: 1,053
 TOTAL OCCURRENCES: 2,870
 NOISE WORDS: 384
 TOTAL WORDS IN FILE: 7,927

SINGLE FILE CONCORDANCE

CASE SENSITIVE

COVER PAGES = 2

INCLUDES ALL TEXT
 OCCURRENCES

DATES ON

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POSSESSIVE FORMS ON

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